

"One characteristic of winners is they always look upon themselves as a do-it-yourself project."

- Denis Waitley

## Manufacturers' Breakfast Forum – Packaging, The New Enabler

Mark your calendars for Friday morning, February 8<sup>th</sup>, and plan to attend our next Manufacturers' Breakfast Forum. We have secured Brian Wagner, Packaging & Technology Integrated Solutions, LLC. The presentation will address:

- Packaging has been a missing link in the 4 Ps
- Packaging – A Profit Center and Cost Center
- Contract Packaging and Manufacturing – A Strategic Imperative
- Design for Supply Chain – Manufacturing Has No Lead
- Sustainability and Sustainable Packaging – Packaging as a Solution

Brian is an entrepreneurial business and technical leader with over 20 years experience across Global Sustainability Solutions, Inc. (GSSI), [Packaging and Technology Integrated Solutions \(PTIS\)](#), Kellogg's, Sara Lee, Burger King and General Foods. PTIS has helped over 130 client organizations achieve better results through strategic organizational work, as well as developing new growth and productivity initiatives. Wagner co-founded GSSI in 2007 focused on Corporate Social Responsibility and providing new sustainability solutions and insights across the value chain and, in 2008, was inducted into the Michigan State University School of Packaging Hall of Fame.

The Manufacturers' Breakfast Forum is an opportunity for networking and information sharing. **A breakfast is provided by our sponsor, National City Bank.** All area manufacturing companies are welcome and encouraged to attend. Please share an invitation with your manufacturing colleagues. Please register on-line at [www.mteckvcc.com](http://www.mteckvcc.com) to help us plan for the refreshments and facility. You may also call 269/353-1253 or e-mail [pwallace@kvcc.edu](mailto:pwallace@kvcc.edu).

## Welding Academy – Starts March 31, 2008

The first [Welding Academy](#) will provide job training for up to 15 potential welders. Applications are being accepted until February 15, 2008, for this accelerated six week, full-time program. Students will benefit from approximately 190 hours of training. The program emphasizes hands-on, lab-based welding training. Workplace skills including technical math, safety, blueprint reading, and quality control fundamentals are also included. A Welding Academy certificate will represent demonstrated competencies to future employers. Students will have the opportunity to test for AWS certification.

For more information contact David (Charlie) Fuller at [dfuller@kvcc.edu](mailto:dfuller@kvcc.edu) or 269/488-4178. A complete Program Description and Application Packet is available at [www.mteckvcc.com/careeracademies.htm](http://www.mteckvcc.com/careeracademies.htm).

## M-TEC Welcomes A New Advisory Board Member

A new member was recently appointed to M-TEC's Advisory Board. We are pleased to welcome Ron Fuller, Superintendent, Kalamazoo RESA.

"All things come to those who go after them."

-Rob Estes

## Employee Enhancement Grants Awarded

We'd like to congratulate those companies who have been awarded grants through the 2008 Employee Enhancement Program (EEP), administered by the Michigan Works! of Kalamazoo and St. Joseph Counties. Trish Schroeder, Training and Development Manager, provided assistance to many of these companies as they developed training plans and in the completion of their applications.

The 2008 EEP program will be used to fund programs including: CNC Machining, Lean Manufacturing, Reading Industrial Blueprints, Welding, Root Cause Analysis, Workplace Spanish, Computer Application Training and many other technical topics.

The availability of grant funding to companies has become extremely competitive. When funds do become available, the window of time to apply is often very narrow. Companies that have a training plan in place are much better positioned to take advantage of these opportunities. Remember that M-TEC is available to help develop a training plan for your company that can contribute to obtaining grant funding in the future.

For more information contact Trish Schroeder at [pschroeder@kvcc.edu](mailto:pschroeder@kvcc.edu) or 269/353-1275.

## Another M-TEC Incubator Company Set To Graduate

[BioMedPharmIS](#), a biotechnical and pharmaceutical information consulting business, is moving to the Columbia Plaza building in downtown Kalamazoo on February 1st. The company was founded in February 2004 by four former members of Pfizer's Drug Information and Medical Services unit: Liga M. Greenfield, John Greenfield, Hilde Berberich-Ross, and Steven Johnson. In addition, other members of that unit have worked with BioMedPharmIS on a contract basis to provide our local, regional, and national clients with the specialized suite of information services required by the industry.

"We are excited to enter this next phase of our business" said Dr. Hilde Berberich-Ross, Vice President of Medical Information Services, "and are grateful to KVCC and the administration at M-TEC for their commitment to, and support of, start-up businesses that have allowed BioMedPharmIS to become successful and 'graduate' from the incubator space."

The new address is 350 East Michigan Avenue, Suite 410. Telephone numbers and e-mail addresses of BioMedPharmIS personnel will remain the same.

## Customer Spotlight

**The Southwest Michigan Chapter of The Society of Financial Service Professionals** is a not-for-profit organization for credentialed individuals in the financial planning industry. The Chapter provides unsurpassed benefits, services and networking opportunities for our members. Society members come together and share their individual "wisdom" with other members to sharpen their skills and ultimately benefit the public. The local chapter is very active and focused on ethics, education, and networking opportunities for their members. The Chapter offers continuing education programs throughout the year to provide members with the opportunity to excel in the world of financial services. They host an annual golf outing to help defray the costs for members to attend the continuing education programs. In addition, the organization has established a scholarship program for WMU students interested in entering the financial services field. This year they will be awarding over \$2,000 in scholarships to students.

The National website address is: [www.financialpro.org](http://www.financialpro.org) where you can sign-up for a free trial membership to get a better view of our organization. Our local contact is: Helen Coleman, Chapter Executive. You can reach Helen at 269/373-9090 or [ricoleman@sbcglobal.net](mailto:ricoleman@sbcglobal.net).

"M-TEC at KVCC has allowed us to provide a local and convenient location as well as a professional environment to host our education classes," said Helen. "We have worked with M-TEC for several years now and it's been a very satisfying arrangement."

"Minds are like parachutes – they only function when open."

- Thomas Dewar

## Truck Driver Training Available

On January 17, 2008, the first group of students began the Basic Truck Driver program offered by the International Trucking School. At the encouragement of local companies and workforce development agencies, M-TEC at KVCC has formed a relationship with the [International Trucking School \(I.T.S.\)](#) to increase local opportunities for Truck Driver Training. I.T.S. has established an office and holds the classroom portion of the training at the M-TEC. The parking lot at Wings Stadium is being used as a driving range.

International Trucking School, Inc. was developed with a commitment to excellence in education and training for entry level tractor trailer drivers. They have been licensed and fully recognized by the State of Michigan since 1990. I.T.S. offers quality instruction to enable a student to be trained and employed in as short a time as safely possible. The school assumes a responsibility for instilling a respect for work and a sincere regard for the benefits accrued from application of the skills learned.

Upon graduation, job placement assistance is provided. Most students know where they are going to work before they finish the program because of the excellent working relationship with major carriers throughout the United States. I.T.S. will send student applications to these carriers and receive most pre-hire letters back immediately. Jobs are available in all areas of driving – local, dedicated, regional and, of course, over-the-road. There are no carrier contracts; the student decides where to work, potentially making \$40,000 - \$45,000 the first year.

For more information, please contact John Rinehart at 269/353-1590 or by e-mail at [john@internationaltruckingschool.net](mailto:john@internationaltruckingschool.net).

## Notre Dame is Gearing Up for It's Fifth Year at M-TEC

The [Certificate in Executive Management](#) program is only presented once a year, and the **University of Notre Dame's Mendoza College of Business** is currently accepting registrations for the 2008 program which begins March 3<sup>rd</sup>. This is the fifth year M-TEC has partnered with Notre Dame to offer the prestigious 20-week evening program which is broken down into two, 10-week semesters with the summer months off. The course is taught by Notre Dame faculty who combine theory with real-world experience and examples. This course allows you to apply what you learn in the evening to work the next morning. Participants in the Kalamazoo location will gather at M-TEC's facility and fully participate with the program taking place in South Bend by way of interactive video tele-conferencing equipment. Participants also have an open invitation as space permits to visit the South Bend campus and attend a session or two in their location. As an extra bonus, each class is taped to enable participants to review or catch up on missed sessions via the Internet.

A 10% discount is available for participants representing alumni firms or additional participants from the same organization. You can contact M-TEC's [Patricia Wallace](#) at 269/353-1290 for program details and a copy of the course brochure. Registration, however, is taken directly through Notre Dame; visit their website at <http://executive.nd.edu/certificate> or call 800/631-3622 for further details.

## Instructor Spotlight – Bill Willging, PhD

Many of you have had the opportunity to meet Bill Willging, either as an instructor or through his planning activities with training focus groups. M-TEC is proud of our partnership with Bill and the positive impact his programs are making in businesses all around our region.

### **Testimonial:**

"We sent three supervisors to the [Fundamentals of Front Line Leadership](#) program at M-TEC recently. When the supervisors were advised of the training, they were not at all excited about going to another 'Management Seminar' ...After the first class, they were all really excited about the class and couldn't wait for the next one! Bill Willging really made the class valuable and even enjoyable. His style of teaching really drew them in. One of

"The self is not something ready-made, but something in continuous formation through choice of action."

- John Dewey

the supervisors commented that he never realized how wrong his management style was for today's workforce. His old "command and control" mentality just was not getting the job done.....The supervisors are actually practicing what they learned and not just having it go in one ear and out the other. I credit that to Bill Willging and the general structure of the class. We are anxious to share this class with other members of our management team. Thank you for developing such a valuable management tool!"

**Lyle Vliek, Human Resources  
Contech, U.S., LLC, Dowagiac, MI**

Bill has expanded his programming to include additional team building and meeting management programs with [Team Problem Solving](#), [Creating Effective Work Teams](#) and [Effective Meeting Management](#). They align perfectly with the **Front Line Leadership** program adding new tools to the box for leaders as they continue to gain experience and skills.

[Managing People](#), beginning March 4<sup>th</sup>, is another new program which expands the reach of Dr. Willging's powerful programs to supervisors and new managers. For more information about any of these programs, visit our website at [www.mteckvcc.com](http://www.mteckvcc.com) or contact us at 269/353-1253.

## **KVCC's First Corrections Academy Began in 2008**

January 7, 2008, started out the New Year with the first [Corrections Academy](#) at Kalamazoo Valley Community College. The Local Correctional Training Program is approved by the Michigan Sheriffs' Coordinating and Training Council (MSCTC) and is being offered at KVCC utilizing MSCTC certified/approved instructors. This four week, non-credit program is being offered to state and locally employed corrections officers who now must successfully complete a certification program as mandated by the MSCTC.

This academy is one of the various in-service law enforcement certification programs offered through KVCC's law enforcement training office. KVCC offers an Associates Degree in Criminal Justice, with course work focusing on corrections. Upon successful completion of the Corrections Academy, participants will earn 10 credits that can be applied towards the 'Elective' portion of this degree. For more information, visit [www.kvcc.edu](http://www.kvcc.edu) Keyword: Corrections Academy or call 269/488-4459.

## **Current Training Offerings**

The menu of workshops, seminars and training events changes rapidly. You'll find the complete list of opportunities on our website. The list to follow highlights our recent additions.

[Estimating Measurement Uncertainty](#)  
[Fundamentals of Front Line Leadership Program](#)  
[The Power of Presenting: Tools for Delivering a Great Speech](#)  
[Gage R&R](#)  
[Managing Difficult Personalities; Confronting Undesirable Behaviors](#)  
[Residential Builders License Exam Prep Course](#)  
[Managing People](#)  
[Workplace Spanish® for Customer Service](#)  
[Root Cause Analysis – 8-D Problem Solving](#)  
[Fundamentals of GD&T \(Geometric Dimensioning & Tolerancing\)](#)  
[SHRM Certification Prep Exam Course](#)

[Follow this link](#) to search the entire list of M-TEC training events. For complete program descriptions or to register on-line, please visit [www.mteckvcc.com](http://www.mteckvcc.com). We maintain a one-page [Course Offering](#) list which is easily downloaded.

We hope you have found the information contained in this newsletter to be useful. Share your comments...we'd like to hear from you. If you wish to unsubscribe, please send an e-mail to [mtec@kvcc.edu](mailto:mtec@kvcc.edu) with the word NEWSLETTER UNSUBSCRIBE in the subject line and your e-mail address in the body.

**M-TEC<sup>SM</sup> at KVCC**  
7107 Elm Valley Dr  
Kalamazoo MI 49009

Phone:269.353.1253  
Fax: 269.353.1299

**Send Us An Email:**  
[mtec@kvcc.edu](mailto:mtec@kvcc.edu)

**Visit Our Website:**  
[www.mteckvcc.com](http://www.mteckvcc.com)

# M-TEC Offerings



*Giving Business a  
Competitive Edge*

## M-TEC

at KVCC in The Groves

7107 Elm Valley Drive  
PO Box 4070  
Kalamazoo, MI 49003-4070

Phone: 269.353.1253  
Fax: 269.353.1299  
E-Mail: [mtec@kvcc.edu](mailto:mtec@kvcc.edu)

Visit: [www.mteckvcc.com](http://www.mteckvcc.com)  
for information on:

- course offerings
- events
- on-line registration
- facility rental & directions



### February 2008

	<u>Date</u>	<u>Price</u>
International Trucking School Basic Truck Driver Training	Feb 4-29	\$5,190
Estimating Measurement Uncertainty	Feb 5-26	\$430
Fundamentals of Front Line Leadership	Feb 5-Mar 13	\$650/550
Manufacturers' Breakfast Forum	Feb 8	<b>FREE</b>
Residential Builders License Exam Prep Course	Feb 12-21	\$175
Facilitating Team Efforts - Empowering Team Members	Feb 13	\$295
SHRM® Certification Exam Prep	Feb 18-Apr 28	\$980

### March 2008

Notre Dame Certificate in Executive Management	Mar 3-Nov 10	\$5,295
Fundamentals of GD&T (Geometric Dimensioning & Tolerancing)	Mar 3-12	\$525
International Trucking School Basic Truck Driver Training	Mar 3-28	\$5,190
Managing People	Mar 4-18	\$450
The Power of Presenting: Tools for Delivering a Great Speech	Mar 7 & 14	\$525
Managing Difficult Personalities; Confronting Undesirable Behaviors	Mar 19	\$295
Gage R&R (Repeatability & Reproducibility)	Mar 25	\$275
Workplace Spanish® for Customer Service	Mar 26-Apr 30	\$250
KVCC Welding Academy	Mar 31-May 9	\$1,700
International Trucking School Basic Truck Driver Training	Mar 31-Apr 25	\$5,190

### April 2008

Lead Safe Work Practices	Apr 8	\$30
Effective Meeting Management	Apr 9	\$150
Root Cause Analysis - 8D Problem Solving	Apr 10-17	\$175
Failure Mode & Effect Analysis (FMEA)	Apr 10-17	\$175
Creating Effective Work Teams	Apr 22	\$150
Win-Win Communication	Apr 23	\$295
International Trucking School Basic Truck Driver Training	Apr 28-May 23	\$5,190

Travel costs too high? Ask us how Video Teleconferencing can help.